



Invoice No.: IND-1016-0002

Sold To:

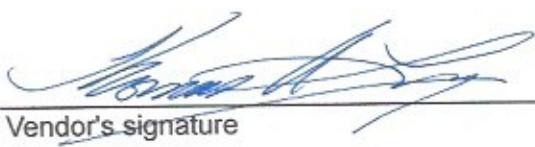
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 2/1/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 11/1/2015 - 11/30/2015  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paic \$ 90,213.68  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

2-1-16  
Date



Accredited under the  
Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)  
[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy &amp; Support Services Program

October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses Oct-15	Actual Expenses Nov-15	Remaining Cost Dec-2015 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	5,541.59	4,959.82	\$47,498.59
Administrative	Salary	VP of Administration	\$13,000.00	259.84	420.25	\$12,319.91
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	-	46.13	\$2,953.87
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	28.13	56.25	\$2,915.62
Services	Salary	VP of Operations	\$45,000.00	2,114.87	1,521.34	\$41,363.79
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	352.29	152.43	\$3,495.28
Services	Salary	Services Assistance	\$3,000.00	30.14	124.33	\$2,845.53
Services	Salary	Billing Coordinator	\$5,000.00	63.00	580.50	\$4,356.50
Services	Salary	Service Provider Approval	\$5,000.00	18.00	63.00	\$4,919.00
Services	Salary	Service Provider Monitoring	\$5,000.00	-	74.41	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	45.06	62.99	\$3,891.95
		Subtotal	\$190,000.00	8,452.92	8,061.45	\$173,485.63
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	95.61	107.39	\$6,297.00
Services	Fringe	Payroll Taxes	\$9,000.00	56.47	96.27	\$8,847.26
Administrative	Fringe	Workers' Comp	\$300.00	13.91	15.86	\$270.23
Services	Fringe	Workers' Comp	\$500.00	11.38	12.97	\$475.65
Administrative	Fringe	Pension	\$3,750.00	166.10	160.24	\$3,423.66
Services	Fringe	Pension	\$2,000.00	61.18	63.25	\$1,875.57
Administrative	Fringe	Employee Group Ins	\$13,000.00	876.85	104.94	\$12,018.21
Services	Fringe	Employee Group Ins	\$10,000.00	398.75	65.47	\$9,535.78
		Subtotal	\$45,050.00	1,680.25	626.39	\$42,743.36
Administrative	Travel	Travel/Lodging	\$500.00	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	-	-	\$10,000.00
		Subtotal	\$10,500.00	-	-	\$10,500.00
Administrative	Supplies	Office Expense	\$91,700.00	29.83	408.58	\$91,261.59
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	-	-	\$120,000.00
Services	Supplies	Pregnancy Test Kits	\$0.00	-	-	\$0.00
		Subtotal	\$236,700.00	29.83	408.58	\$236,261.59
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	-	-	\$20,000.00
Administrative	Contracts	Auditing	\$3,500.00	170.76	194.71	\$3,134.53
Administrative	Contracts	Copier Service Contracts	\$500.00	22.23	19.21	\$458.56
Services	Contracts	Client Service Providers	\$2,412,500.00	87,020.15	79,789.09	\$2,245,680.76
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	-	-	\$485,000.00
Services	Contracts	Services Database Consulting	\$15,000.00	531.25	170.00	\$14,298.75
		Subtotal	\$2,943,500.00	87,744.39	80,173.01	\$2,775,582.60
Administrative	Other	Professional Development	\$2,000.00	-	-	\$2,000.00
Administrative	Other	Job advertising	\$500.00	-	-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	52.81	60.96	\$14,886.23
Administrative	Other	Rent	\$46,000.00	519.87	581.38	\$44,898.75
Administrative	Other	Telephone Service	\$3,500.00	146.07	162.70	\$3,191.23
Administrative	Other	General Business Liability Ins	\$750.00	25.46	29.03	\$695.51
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	62.04	70.74	\$1,117.22
Administrative	Other	Toll Free Referral System	\$5,000.00	35.25	39.44	\$4,925.31
Services	Other	Contract Clostout Cost	\$0.00	-	-	\$0.00
Services	Other	Subtotal	\$74,250.00	841.50	944.25	\$72,464.25
		Administrative	\$313,000.00	8,011.10	7,398.19	297,590.71
		Services	\$3,187,000.00	\$90,737.79	\$82,815.49	\$3,013,446.72
		Total	\$3,500,000.00	\$98,748.89	\$90,213.68	\$3,311,037.43

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2015-16**

Cost Category	Budgeted Dollars	Actual Expenses Oct-15	Actual Expenses Nov-15	Remaining Cost Dec 2015 to Sep 2016
<b>Personnel</b>				
President & CEO	\$58,000.00	\$ 5,541.59	\$ 4,959.82	\$47,498.59
VP of Administration	\$13,000.00	259.84	420.25	\$12,319.91
Assistant Director of Finance	\$0.00	-		\$0.00
Senior Accountant	\$3,000.00	-	46.13	\$2,953.87
Junior Accountant	\$2,000.00	-		\$2,000.00
Bookkeeper	\$3,000.00	28.13	56.25	\$2,915.62
Professional Development	\$2,000.00	-		\$2,000.00
Payroll Taxes	\$6,500.00	95.61	107.39	\$6,297.00
Workers Compensation Insurance	\$300.00	13.91	15.86	\$270.23
Pension	\$3,750.00	166.10	160.24	\$3,423.66
Employee Group Insurance	\$13,000.00	876.85	104.94	\$12,018.21
Job Advertising	\$500.00	-		\$500.00
New Employee Screening	\$250.00	-		\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 6,982.03</b>	<b>\$ 5,870.88</b>	<b>\$ 92,447.09</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$20,000.00	\$ -		\$20,000.00
Postage/Shipping	\$15,000.00	52.81	60.96	\$14,886.23
Auditing	\$3,500.00	170.76	194.71	\$3,134.53
Travel/Lodging	\$500.00	-		\$500.00
Rent	\$46,000.00	519.87	581.38	\$44,898.75
Telephone Service	\$3,500.00	146.07	162.70	\$3,191.23
General Business Liability Insurance	\$750.00	25.46	29.03	\$695.51
Insurance-Directors & Officers	\$1,250.00	62.04	70.74	\$1,117.22
Office Expense	\$91,700.00	29.83	408.58	\$91,261.59
Computer Resources	\$25,000.00	-		\$25,000.00
				\$0.00
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 1,006.84</b>	<b>\$ 1,508.10</b>	<b>\$ 204,685.06</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$500.00	\$ 22.23	\$ 19.21	\$458.56
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 8,011.10</b>	<b>\$ 7,398.19</b>	<b>\$ 297,590.71</b>

**Real Alternatives**  
**Actual Services Expenses**  
**Indiana: Fiscal Year 2015-16**

Cost Category	Budgeted Dollars	Actual Expenses Oct-15	Actual Expenses Nov-15	Remaining Cost Dec 2015 to Sep-2016
<b>Personnel</b>				
Vice President of Operations	\$45,000.00	\$ 2,114.87	\$ 1,521.34	\$41,363.79
Indiana Services Director	\$40,000.00	-		\$40,000.00
Services Coordinator	\$4,000.00	352.29	152.43	\$3,495.28
Billing Coordinator	\$5,000.00	63.00	580.50	\$4,356.50
Services Assistance	\$3,000.00	30.14	124.33	\$2,845.53
Service Provider Approval	\$5,000.00	18.00	63.00	\$4,919.00
Service Provider Monitoring	\$5,000.00	-	74.41	\$4,925.59
Hotline Counselor	\$4,000.00	45.06	62.99	\$3,891.95
Payroll Taxes	\$9,000.00	56.47	96.27	\$8,847.26
Workers Compensation Insurance	\$500.00	11.38	12.97	\$475.65
Pension	\$2,000.00	61.18	63.25	\$1,875.57
Employee Group Insurance	\$10,000.00	398.75	65.47	\$9,535.78
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 3,151.14</b>	<b>\$ 2,816.96</b>	<b>\$ 126,531.90</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$120,000.00	\$ -		\$120,000.00
Services Advertising	\$485,000.00	-		\$485,000.00
Meetings/Seminars/Conference	\$7,000.00	-		\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	-		\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	531.25	170.00	\$14,298.75
Client Service Providers	\$2,412,500.00	87,020.15	79,789.09	\$2,245,690.76
Toll-free Referral System	\$5,000.00	35.25	39.44	\$4,925.31
Contract Closeout Cost	\$0.00	-		\$0.00
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 87,586.65</b>	<b>\$ 79,998.53</b>	<b>\$ 2,886,914.82</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$0.00	\$ -		\$0.00
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 90,737.79</b>	<b>\$ 82,815.49</b>	<b>\$ 3,013,446.72</b>